



Organization Information

Organization name: **Example Theater Company**

City: Example City
 State: Exmample State
 County: Example County
 NISP Discipline: 04 - Theatre
 NISP Institution: 7 - Performance Facility
 NTEE: A65 - Theater

Federal ID #: 99-9999999
 Year organization founded: 1974
 Organization type: 501(c)3 nonprofit organization
 Fiscal year end date: 06-30
 DUNS #: 000000000
 Full-time staff: 148
 Paid FTEs: 400.08

Applicant is audited or reviewed by an independent accounting firm.

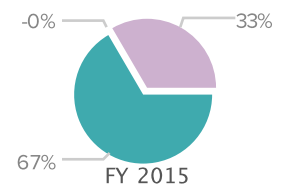
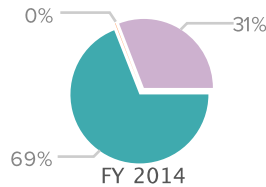
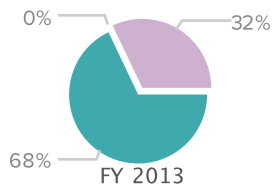
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Financial Summary

Unrestricted Activity	FY 2013	FY 2014	% Change	FY 2015	% Change
Unrestricted operating revenue					
Earned program	\$6,561,280	\$7,583,273	16%	\$9,317,991	23%
Earned non-program	\$1,651,222	\$1,943,406	18%	\$1,896,929	-2%
Total earned revenue	\$8,212,502	\$9,526,679	16%	\$11,214,920	18%
Investment revenue	\$99	\$33,535	33,774%	-\$1,952	-106%
Contributed revenue	\$17,395,438	\$21,317,776	23%	\$22,347,256	5%
Total unrestricted operating revenue	\$25,608,040	\$30,877,988	21%	\$33,560,224	9%
Operating expenses					
Program	\$23,380,748	\$27,219,448	16%	\$29,595,190	9%
Fundraising	\$2,161,026	\$2,749,147	27%	\$2,600,414	-5%
General & administrative	\$2,275,028	\$1,376,134	-40%	\$986,258	-28%
Total operating expenses	\$27,816,802	\$31,344,729	13%	\$33,181,862	6%
Net unrestricted activity - Operating	-\$2,208,763	-\$466,740	79%	\$378,363	181%
Net unrestricted activity - Non-operating	\$898,831	\$848,341	-6%	\$885,000	4%
Total net unrestricted activity	-\$1,309,932	\$381,601	129%	\$1,263,363	231%
Net temporarily restricted activity	\$906,386	\$4,744,338	423%	\$4,733,259	-0%
Net permanently restricted activity	\$0	\$0	n/a	\$0	n/a
Net total activity	-\$403,546	\$5,125,939	1,370%	\$5,996,622	17%

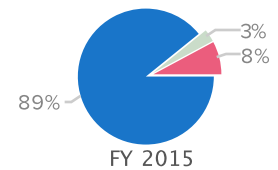
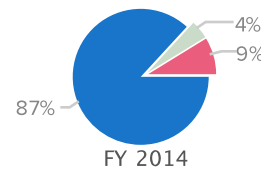
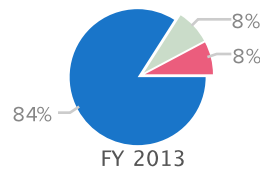
Revenue by Source

- Earned
- Investment
- Contributed



Expenses by Functional Grouping

- Program
- General & Administrative
- Fundraising



Financial Summary

Balance Sheet Summary	FY 2013	FY 2014	% Change	FY 2015	% Change
Assets					
Current assets	\$7,966,130	\$5,677,067	-29%	\$7,086,473	25%
Non-current assets	\$35,641,816	\$41,304,804	16%	\$45,257,756	10%
Total Assets	\$43,607,946	\$46,981,871	8%	\$52,344,229	11%
Liabilities					
Current liabilities	\$7,271,029	\$4,589,018	-37%	\$3,955,154	-14%
Non-current liabilities	\$0	\$930,000	n/a	\$929,600	-0%
Total liabilities	\$7,271,029	\$5,519,018	-24%	\$4,884,754	-11%
Net assets					
Unrestricted	\$1,321,745	\$1,703,346	29%	\$2,966,709	74%
Temporarily restricted	\$19,593,524	\$24,337,864	24%	\$29,071,122	19%
Permanently restricted	\$15,421,645	\$15,421,645	0%	\$15,421,645	0%
Total net assets	\$36,336,917	\$41,462,853	14%	\$47,459,475	14%
Total liabilities & net assets	\$43,607,944	\$46,981,872	8%	\$52,344,232	11%

Mission

Example Theater Company mission statement appears here.

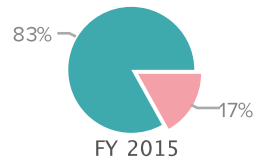
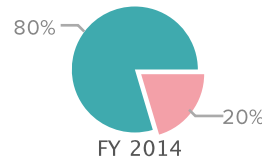
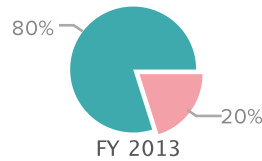
Revenue Details

	FY 2013	FY 2014	FY 2015	FY 2015	FY 2015	FY 2015
	Total	Total	Total	Unrestricted	Temporarily Restricted	Permanently Restricted
Operating Revenue						
Earned - Program						
Membership revenue	\$338,277	\$354,501	\$512,993	\$512,993	\$0	n/a
Single ticket sales	\$6,051,599	\$7,035,658	\$8,431,868	\$8,431,868	\$0	n/a
Royalties, right and reproductions	\$131,984	\$143,539	\$334,930	\$334,930	\$0	n/a
Tuitions and registration fees	\$39,420	\$49,575	\$38,200	\$38,200	\$0	n/a
Other program revenue		\$0	\$0	\$0	\$0	n/a
Total earned - program	\$6,561,280	\$7,583,273	\$9,317,991	\$9,317,991	\$0	n/a
Earned - Non-program						
Food and concessions	\$253,913	\$398,788	\$448,984	\$448,984	\$0	n/a
Gift shop and merchandise fees		\$9,062	\$4,983	\$4,983	\$0	n/a
Space rentals	\$284,389	\$572,701	\$317,537	\$317,537	\$0	n/a
Other earned revenue	\$1,112,920	\$962,855	\$1,125,425	\$1,125,425	\$0	n/a
Total earned - non-program	\$1,651,222	\$1,943,406	\$1,896,929	\$1,896,929	\$0	n/a
Total earned revenue	\$8,212,502	\$9,526,679	\$11,214,920	\$11,214,920	\$0	n/a

Contributed	FY 2013	FY 2014	FY 2015	FY 2015	FY 2015	FY 2015
	Total	Total	Total	Unrestricted	Temporarily Restricted	Permanently Restricted
Trustee & board	\$2,223,714	\$1,534,474	\$2,124,474	\$1,045,050	\$1,079,424	\$0
Individual	\$1,667,077	\$6,966,853	\$7,157,721	\$4,669,260	\$2,488,461	\$0
Corporate	\$1,198,975	\$1,936,787	\$2,306,000	\$1,620,000	\$686,000	\$0
Foundation	\$8,670,205	\$8,308,434	\$12,243,268	\$3,141,268	\$9,102,000	\$0
City government	\$1,068,020	\$2,314,904	\$1,223,817	\$570,876	\$652,941	\$0
State government	\$73,630	\$183,910	\$115,990	\$26,000	\$89,990	\$0
Federal government	\$80,000	\$110,000	\$100,000	\$100,000	\$0	\$0
In-kind operating contributions	\$0	\$0	\$0	\$0	\$0	\$0
Other contributions	\$2,043,948	\$3,208,994	\$3,140,248	\$2,691,498	\$448,750	\$0
Net assets released from restriction	\$0	\$0	\$0	\$8,483,305	-\$8,483,305	\$0
Total contributed revenue	\$17,025,568	\$24,564,356	\$28,411,518	\$22,347,256	\$6,064,261	\$0
Operating investment revenue	\$2,175,185	\$2,379,633	-\$447,954	-\$1,952	-\$446,002	\$0
Total operating revenue	\$27,413,255	\$36,470,668	\$39,178,484	\$33,560,224	\$5,618,259	\$0
Total operating revenue less in-kind	\$27,413,255	\$36,470,668	\$39,178,484	\$33,560,224	\$5,618,259	\$0
Total non-operating revenue	\$0	\$0	\$0	\$885,000	-\$885,000	\$0
Total revenue	\$27,413,255	\$36,470,668	\$39,178,484	\$34,445,224	\$4,733,259	\$0
Total revenue less in-kind	\$27,413,255	\$36,470,668	\$39,178,484	\$34,445,224	\$4,733,259	\$0

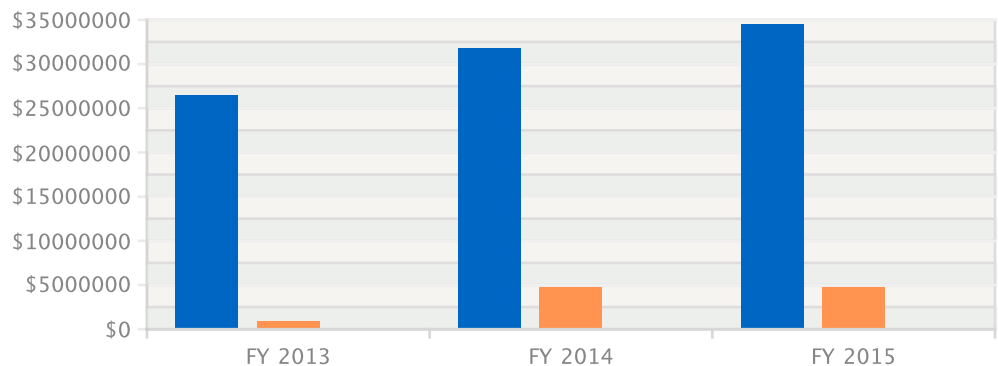
Earned Revenue

- Program Revenue
- Non-program Revenue



Revenue by Restriction

- Unrestricted
- Temporarily Restricted
- Permanently Restricted



Fundraising Activity

	FY 2013	FY 2014	% Change	FY 2015	% Change
Total contributed revenue <i>(Includes operating and non-operating revenue)</i>	\$17,025,568	\$24,564,356	44%	\$28,411,518	16%
Total fundraising expense	\$2,161,026	\$2,749,147	27%	\$2,600,414	-5%
Total expenses <i>(Includes non-operating expenses)</i>	\$27,816,802	\$31,344,729	13%	\$33,181,862	6%

Metrics

Fundraising expense as a % of total contributions	13%	11%	9%
Fundraising expense as a % of total expense	8%	9%	8%
Fundraising Efficiency	\$7.88	\$8.94	\$10.93
Net Contributed Revenue	\$14,864,542	\$21,815,209	\$25,811,104

Fundraising Expense as a % of Total Contributions shows how much you are spending to generate contributed revenue.

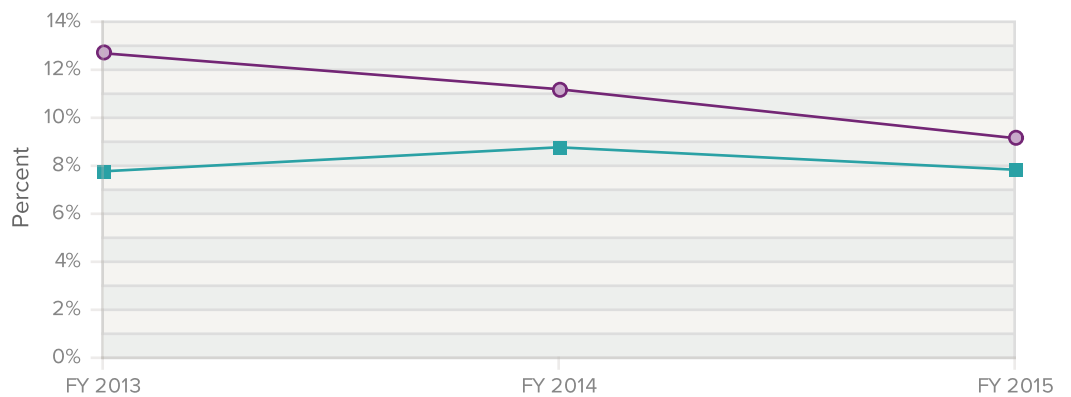
Fundraising Expense as a % of Total Expense shows what percentage of total expenses you are spending on fundraising efforts.

Fundraising Efficiency calculates the average dollar amount of contributions raised from each dollar spent on fundraising.

Net Contributed Revenue shows how much an organization received in contributions net of all fundraising costs.

Fundraising Expense Percentages

- As a % of total contributions
- As a % of total expenses



	FY 2013			FY 2014			FY 2015		
	Contributions	Contributors	Average Contribution	Contributions	Contributors	Average Contribution	Contributions	Contributors	Average Contribution
Board	\$2,223,714	29	\$76,680	\$1,534,474	29	\$52,913	\$2,124,474	35	\$60,699
Individuals	\$1,667,077	2,441	\$683	\$6,966,853	6,739	\$1,034	\$7,157,721	12,047	\$594
Corporate	\$1,198,975	49	\$24,469	\$1,936,787	68	\$28,482	\$2,306,000	76	\$30,342
Foundation	\$8,670,205	56	\$154,825	\$8,308,434	75	\$110,779	\$12,243,268	64	\$191,301
Government <i>(Includes Tribal)</i>	\$1,221,650	4	\$305,412	\$2,608,814	4	\$652,204	\$1,439,807	4	\$359,952
Total	\$14,981,621	2,579	\$5,809	\$21,355,362	6,915	\$3,088	\$25,271,270	12,226	\$2,067
Board Members		37			36			39	
Percentage of board members who contribute		78%			81%			90%	

Special Event Details	FY 2013	FY 2014	FY 2015
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This organization does not have any special event details for these years. This may be because the organization's annual expenses are under \$50,000 and they are therefore only required to complete the short form of the Cultural Data Profile.

Expense Details

	FY 2013 Total	FY 2014 Total	% Change	FY 2015 Total	% Change	FY 2015 Program	FY 2015 Fundraising	FY 2015 General & Administrative
Personnel expenses - Operating								
W2 employees (salaries, payroll taxes and fringe benefits)	\$15,171,841	\$17,133,764	13%	\$19,655,573	15%	\$17,657,834	\$1,549,072	\$448,667
Independent contractors	\$3,061,730	\$2,990,609	-2%	\$3,587,942	20%	\$3,204,330	\$383,612	\$0
Professional fees	\$467,112	\$943,492	102%	\$570,708	-40%	\$445,595	\$0	\$125,113
Total personnel expenses - Operating	\$18,700,683	\$21,067,865	13%	\$23,814,223	13%	\$21,307,760	\$1,932,684	\$573,780
Non-personnel expenses - Operating								
Advertising and promotion	\$868,363	\$830,353	-4%	\$1,237,925	49%	\$1,100,180	\$107,394	\$30,351
Conferences and meetings	\$239,570	\$81,410	-66%	\$222,749	174%	\$193,978	\$21,020	\$7,751
Dues and subscriptions	\$73,734	\$88,359	20%	\$96,446	9%	\$96,446	\$0	\$0
Insurance	\$116,648	\$163,421	40%	\$137,739	-16%	\$103,314	\$15,054	\$19,371
Occupancy costs	\$1,153,664	\$1,251,692	8%	\$1,009,340	-19%	\$754,040	\$116,501	\$138,799
Office and administration	\$799,057	\$772,084	-3%	\$176,405	-77%	\$101,878	\$0	\$74,527
Printing, postage and shipping	\$429,931	\$371,290	-14%	\$166,833	-55%	\$105,183	\$61,650	\$0
Travel	\$469,001	\$629,195	34%	\$1,210,501	92%	\$912,564	\$297,937	\$0
Royalties, rights and reproductions	\$208,556	\$257,630	24%	\$405,321	57%	\$405,321	\$0	\$0
Productions and events costs	\$3,753,327	\$4,783,561	27%	\$3,333,810	-30%	\$3,328,645	\$122	\$5,043
Interest expense	\$195,437	\$44,724	-77%	\$13,452	-70%	\$13,452	\$0	\$0
Other operating expenses	\$122,952	\$483,428	293%	\$492,171	2%	\$480,472	\$4,805	\$6,894
Depreciation	\$685,879	\$519,717	-24%	\$864,947	66%	\$691,958	\$43,247	\$129,742
Total non-personnel expenses - Operating	\$9,116,119	\$10,276,864	13%	\$9,367,639	-9%	\$8,287,431	\$667,730	\$412,478
Total operating expenses	\$27,816,802	\$31,344,729	13%	\$33,181,862	6%	\$29,595,190	\$2,600,414	\$986,258
Non-operating personnel expenses	\$0	\$0	n/a	\$0	n/a			
Non-operating non-personnel expenses	\$0	\$0	n/a	\$0	n/a			
Total expenses	\$27,816,802	\$31,344,729	13%	\$33,181,862	6%	\$29,595,190	\$2,600,414	\$986,258
Total expenses less in-kind	\$27,816,802	\$31,344,729	13%	\$33,181,862	6%			
Total expenses less depreciation	\$27,130,923	\$30,825,012	14%	\$32,316,915	5%			
Total expenses less in-kind and depreciation	\$27,130,923	\$30,825,012	14%	\$32,316,915	5%			

Balance Sheet

Assets	FY 2013	FY 2014	% Change	FY 2015	% Change
Current assets					
Cash	\$2,067,060	\$1,504,199	-27%	\$3,666,213	144%
Receivables	\$5,057,103	\$3,477,974	-31%	\$2,630,942	-24%
Investments	\$9,969	\$0	-100%	\$0	n/a
Prepaid expenses & other	\$831,998	\$694,894	-16%	\$789,318	14%
Total current assets	\$7,966,130	\$5,677,067	-29%	\$7,086,473	25%
Non-current investments					
Fixed assets (net)	\$18,539,288	\$20,079,496	8%	\$18,746,188	-7%
Other non-current assets	\$14,410,563	\$14,831,976	3%	\$14,877,783	0%
Total non-current assets	\$2,691,964	\$6,393,333	137%	\$11,633,785	82%
Total non-current assets	\$35,641,816	\$41,304,804	16%	\$45,257,756	10%
Total assets	\$43,607,946	\$46,981,871	8%	\$52,344,229	11%
Liabilities & Net Assets					
Liabilities					
Accounts payable & other	\$2,200,762	\$2,753,020	25%	\$3,211,094	17%
Loans & other debt	\$3,000,000	\$1,000,000	-67%	\$0	-100%
Deferred revenue	\$2,070,267	\$835,998	-60%	\$744,060	-11%
Total current liabilities	\$7,271,029	\$4,589,018	-37%	\$3,955,154	-14%
Non-current liabilities	\$0	\$930,000	n/a	\$929,600	-0%
Total liabilities	\$7,271,029	\$5,519,018	-24%	\$4,884,754	-11%
Net assets					
Unrestricted	\$1,321,745	\$1,703,346	29%	\$2,966,709	74%
Temporarily restricted	\$19,593,524	\$24,337,864	24%	\$29,071,122	19%
Permanently restricted	\$15,421,645	\$15,421,645	0%	\$15,421,645	0%
Total net assets	\$36,336,917	\$41,462,853	14%	\$47,459,475	14%
Total liabilities & net assets	\$43,607,944	\$46,981,872	8%	\$52,344,232	11%

Balance Sheet Metrics

	FY 2013	FY 2014	FY 2015
Months of operating cash -- Unrestricted	0.29	0.27	0.77
Total working capital -- Unrestricted	-\$1,094,351	\$272,822	\$1,481,319
Current ratio	1.1	1.24	1.79
Debt service impact	11%	6%	3%

Months of Operating Cash -- Unrestricted represents the number of months an organization can operate at current average monthly expense levels with existing unrestricted cash and cash equivalents. $\text{Cash} + \text{Cash Equivalents} / (\text{Total Expense} / 12)$. The ratio is calculated using unrestricted numbers only.

Total working capital -- Unrestricted consists of the resources available for operations, and in this report is calculated as unrestricted current assets minus unrestricted current liabilities. This is a conservative calculation of working capital and may differ from your internal calculations. Adequate working capital provides financial strength and flexibility to your organization, the ability to meet obligations as they come due, and the ability to take more risks, knowing there is a cushion to fall back on.

Current Ratio (Current Assets divided by Current Liabilities) determines the organization's ability to pay current debt using current assets. The higher the ratio, the more capable the organization is of paying its obligations. The ratio is calculated using unrestricted numbers only.

Debt Service Impact (Total Debt Service including principal and interest divided by Total Expense) calculates the % of an organization's total expenses applied to the total debt-service burden.

Attendance

In-person Participation	FY 2013	FY 2014	% Change	FY 2015	% Change
In-person participation - paid	162,393	208,701	29%	204,258	-2%
In-person participation - free	184,335	93,578	-49%	107,431	15%
Total in-person participation	346,728	302,279	-13%	311,689	3%
Types of In-person Attendance	FY 2013	FY 2014	% Change	FY 2015	% Change
Total in-person participation	346,728	302,279	-13%	311,689	3%
Attendance Ages	FY 2013	FY 2014	% Change	FY 2015	% Change
Children	503	3,730	642%	4,000	7%
Other Participation	FY 2013	FY 2014	% Change	FY 2015	% Change
Sponsorship applicants			n/a		n/a
Residency applicants			n/a		n/a
Grant applicants			n/a		n/a

Program Activity

	FY 2013	FY 2014	% Change	FY 2015	% Change
Distinct productions	34	41	21%	50	22%
Total performances	662	650	-2%	650	0%
Workshops/readings	50	33	-34%	50	52%
Works commissioned	6	13	117%	10	-23%
Distinct classes/workshops	1	1	0%	1	0%

Staffing

Staff & Non-Staff Statistics	FY 2013		FY 2014		FY 2015	
	# of People	FTEs	# of People	FTEs	# of People	FTEs
Full-time permanent employees	149	149	140	140	148	148
Part-time permanent employees	788	128	869	234.74	854	252.08
Part-time volunteers	20	2	20	5	20	5
Total	957	279	1,029	379.74	1,022	405.08

	FY 2013	FY 2014	% Change	FY 2015	% Change
Independent contractors	635	608	-4%	405	-33%
Interns and apprentices	74	80	8%	60	-25%

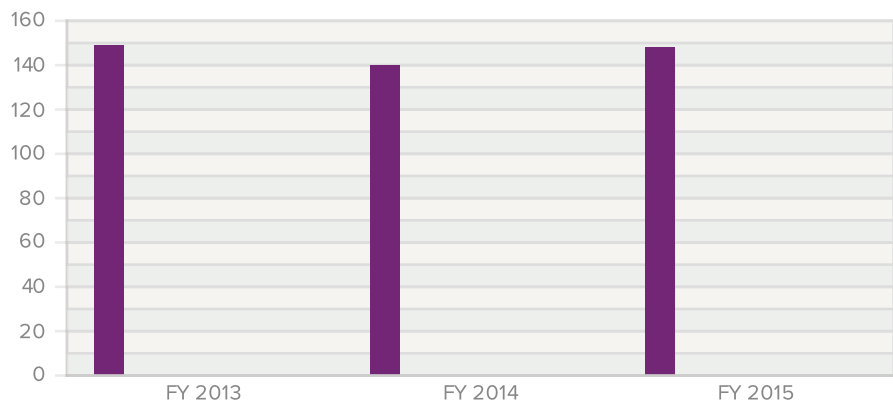
Staff Expenses	FY 2013	FY 2014	% Change	FY 2015	% Change
W2 employees -- Salaries	\$12,328,817	\$13,897,758	13%	\$16,057,508	16%
Payroll taxes and fringe benefits	\$2,843,024	\$3,236,006	14%	\$3,598,065	11%
Total	\$15,171,841	\$17,133,764	13%	\$19,655,573	15%
Independent contractors	\$3,061,730	\$2,990,609	-2%	\$3,587,942	20%
Professional fees	\$467,112	\$943,492	102%	\$570,708	-40%
Non-operating personnel	\$0	\$0	n/a	\$0	n/a
Total personnel expenses	\$18,700,683	\$21,067,865	13%	\$23,814,223	13%

Artists	FY 2013	FY 2014	% Change	FY 2015	% Change
Full-time Employees that are Artists	0	1	n/a	1	0%
Part-time Employees that are Artists	255	220	-14%	236	7%
Independent Contractors that are Artists	399	389	-3%	219	-44%

Board Members	FY 2013	FY 2014	% Change	FY 2015	% Change
Number of Board Members	37	36	-3%	39	8%
Hours Contributed			n/a		n/a

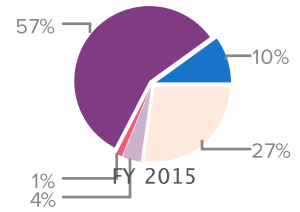
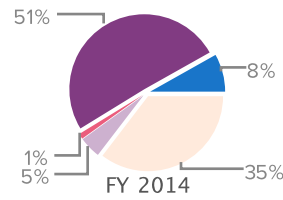
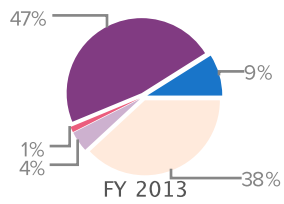
Full-time Equivalent

- Full-time Permanent Employees
- Full-time Seasonal Employees
- Part-time Permanent Employees
- Part-time Seasonal Employees
- Full-time Volunteers
- Part-time Volunteers



Employees by Type

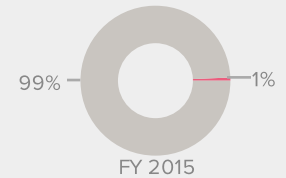
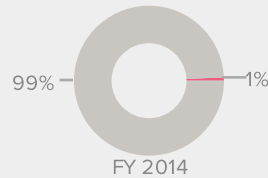
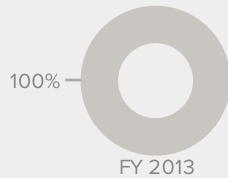
- Full-time Permanent Employees
- Full-time Seasonal Employees
- Part-time Permanent Employees
- Part-time Seasonal Employees
- Full-time Volunteers
- Part-time or One-time Volunteers
- Interns & Apprentices
- Independent Contractors



A display value of 0% signifies a value of less than 0.5%

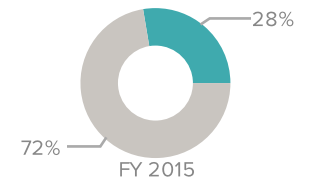
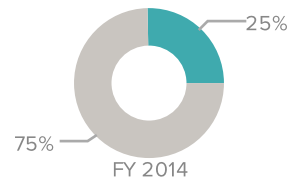
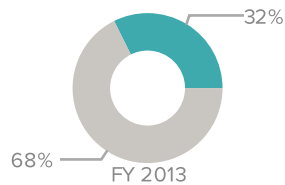
Full-time Employees Who Are Artists

- Artists
- Non-Artists



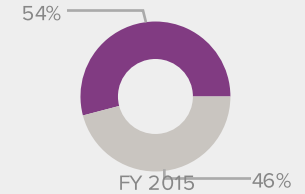
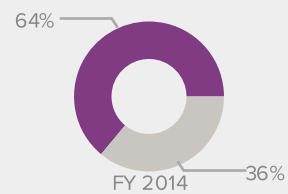
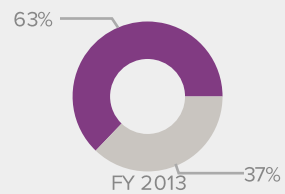
Part-time Employees Who Are Artists

- Artists
- Non-Artists



Independent Contractors Who Are Artists

- Artists
- Non-Artists



The absence of a chart indicates that the organization did not have any data on artists in that category for that fiscal year..